



NAVAIR SMALL BUSINESS AVIATION TECHNOLOGY CONFERENCE

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OPPORTUNITIES / TAKEAWAYS

- **LEARN DIRECTLY FROM SENIOR NAVAIR LEADERS ABOUT NAVAIR, NAVAL AVIATION NEEDS, AND OPPORTUNITIES FOR SMALL BUSINESSES TO SUPPORT THOSE NEEDS**
- **LEARN HOW YOUR COMPANY CAN PARTICIPATE IN NAVAIR CONTRACTS**
- **NETWORK WITH REPRESENTATIVES FROM NAVAIR'S LARGE BUSINESS PRIME CONTRACTORS AND OTHER TECHNICAL PERSONNEL**
- **NETWORK WITH OTHER SMALL BUSINESS OWNERS**

NAVAIR'S ROLE IN NAVAL AVIATION IS . . .

. . . TO DEVELOP, ACQUIRE, AND SUPPORT AIRCRAFT AND RELATED SYSTEMS WHICH CAN BE OPERATED AND SUSTAINED AT SEA

. . . TO WORK WITH INDUSTRY ON BEHALF OF THE USER TO DELIVER OUR PRODUCTS AND SERVICES



COMPARATIVE SCALING
USS GEORGE WASHINGTON (CVN-73)
OVERLAID ON TYPICAL AIRFIELD RUNWAY
(12,000 FT.X150 FT)

OUR CAPABILITIES SUPPORT THE UNIQUE MISSION OF NAVAL AVIATION

NAVAL AVIATION SERVES AMERICA IN THE DEFENSE OF FREEDOM. THIS DUTY PLACES SAILORS AND MARINES IN HARM'S WAY, WHERE THEY MUST EXPECT THE UNEXPECTED. SAILORS AND MARINES DEPEND UPON US TO DELIVER CAPABILITY AND RELIABILITY.

OUR VISION . . .

**SAILORS AND MARINES ARMED WITH CONFIDENCE
BECAUSE WE DEVELOP, DELIVER, AND SUSTAIN
AIRCRAFT, WEAPONS, AND SYSTEMS,
ON TIME, ON COST,
WITH PROVEN CAPABILITY AND RELIABILITY
SO THEY SUCCEED IN EVERY MISSION
AND RETURN SAFELY HOME**

***WE VALUE OUR DEPENDABLE INDUSTRIAL BASE
THAT EXECUTES SOUND SYSTEMS ENGINEERING PROCESSES,
CONTROLS COSTS AND DELIVERS ON SCHEDULE***



VALUES

- **THE SAILOR AND THE MARINE**
- **HONOR, COURAGE, AND COMMITMENT**
- **ETHICAL CONDUCT IN EVERY ACTIVITY**
- **EXTERNAL RESULTS**
- **WORKING ACROSS ORGANIZATION AND SERVICE BOUNDARIES**
- **LEADERSHIP DEVELOPMENT**
- **TRUST**
- **DIVERSITY**
- **CANDID, RESPECTFUL DIALOGUE**
- **CONTINUOUS IMPROVEMENT**
- **A DEPENDABLE INDUSTRIAL BASE**
- **A POSITIVE OUTLOOK**





CHALLENGES



CURRENT FLEET

- MISSION / GLOBAL PRESENCE
- AGING EQUIPMENT
- UTILIZATION

FUTURE FLEET

- DEVELOPMENT COST & SCHEDULE
- PRODUCTION COSTS
- SYSTEM TRANSITIONS
- AEROSPACE TALENT POOL

PEOPLE

- FUNCTION
- FIT
- CAPACITY

**BALANCING RESOURCES
AGAINST NATIONAL AND NAVY PRIORITIES**



FUTURE ENVIRONMENT

INTEGRATION IS THE KEY TO CREATING FUTURE VALUE

- **SYSTEM OF SYSTEMS**
- **BATTLESPACE INTEGRATION**
- **JOINT INTEROPERABILITY**
- **AIR / SHIP INTEGRATION**
- **HUMAN SYSTEMS INTEGRATION**



STRATEGIC PRIORITIES

CURRENT READINESS, FUTURE CAPABILITY, PEOPLE

- **OUR STRATEGIC PRIORITIES ARE ALIGNED WITH THE STRATEGIC DIRECTION OF OUR NAVY (CNO, SECNAV, ASN(RD&A))**
- **EACH STRATEGIC PRIORITY INCLUDES MEASURABLE OBJECTIVES THAT DEFINE THE DESIRED END STATE**
- **SPECIFIC ACTIONS WERE IDENTIFIED BY COMPETENCY AND PEO LEADERSHIP TO ACHIEVE THE COMMAND'S OBJECTIVES**
- **THESE ACTIONS WILL BE REVIEWED AND ADJUSTED AS NECESSARY**



CURRENT READINESS

CONTRIBUTE TO DELIVERING NAVAL AVIATION UNITS READY FOR TASKING WITH THE RIGHT CAPABILITY, AT THE RIGHT TIME, AT THE RIGHT COST

- **OBJECTIVE 1: DELIVER PRODUCTS AND LIFECYCLE SUSTAINMENT SUPPORT AT REDUCED COST, CONSISTENT WITH FLEET DEMAND SIGNALS**
- **OBJECTIVE 2: IMPROVE RELIABILITY LEVELS OF TARGETED COMPONENTS AND SYSTEMS TO REDUCE OR ELIMINATE ADVERSE IMPACTS ON READINESS AND COST**
- **OBJECTIVE 3: IMPROVE RESPONSIVENESS TO URGENT WARFIGHTER REQUESTS FOR PRODUCTS AND SERVICES IN SUPPORT OF THE GLOBAL WAR ON TERROR (GWOT) AND NATIONAL DEFENSE TASKING**



FUTURE CAPABILITY

DELIVER NEW AIRCRAFT, WEAPONS, AND SYSTEMS ON TIME AND WITHIN BUDGET THAT MEET FLEET NEEDS AND PROVIDE A TECHNOLOGICAL EDGE OVER OUR ADVERSARIES

- **OBJECTIVE 1: DELIVER DEVELOPMENTAL PROGRAMS ON TIME AND WITHIN BUDGET**
- **OBJECTIVE 2: MAXIMIZE THE RETURN ON SCIENCE AND TECHNOLOGY (S&T) INVESTMENTS**



IMPROVING PROGRAM PLANNING AND EXECUTION

OBJECTIVE: IMPROVE THE PLANNING AND EXECUTION OF NAVY
AND MARINE CORPS AIR PROGRAMS

STRATEGY: DATA DRIVEN IDENTIFICATION OF ROOT CAUSES
FOR CONTRACTOR COST AND SCHEDULE
OVERRUNS

INCLUSIVE IMPLEMENTATION OF
COUNTERMEASURES TO OVERRUNS

TACTICS: BROAD VIEW OF ACQUISITION CONTINUUM
(MILESTONE A THROUGH IOC)

COST ELEMENT ANALYSIS AND HYPOTHESIS
TESTING USING SCIENTIFIC METHODS, INCLUSIVE
OF CONTRACTOR AND PROGRAM MANAGEMENT
TEAM'S DATA AND EXPERIENCE

TRANSFORM DATA INTO INFORMATION FOR ACTION



PEOPLE

DEVELOP OUR PEOPLE AND PROVIDE THEM WITH THE TOOLS, INFRASTRUCTURE, AND PROCESSES THEY NEED TO DO THEIR WORK

- **OBJECTIVE 1: ALIGN OUR WORKFORCE TO DO THE WORK OF TODAY AND THE FUTURE**
- **OBJECTIVE 2: PROMOTE AND ENGENDER A CULTURE THAT EMBRACES OUR DIVERSITY**
- **OBJECTIVE 3: BUILD LEADERS AT ALL LEVELS OF OUR ORGANIZATION**
- **OBJECTIVE 4: DEPLOY IMPROVED PROCESSES SO OUR PEOPLE CAN DELIVER CAPABLE AND RELIABLE AIRCRAFT, WEAPONS, AND SYSTEMS ON TIME AND WITHIN BUDGET**



LINES OF BUSINESS



Providing acquisition support and sustainment across the lifecycle



NEAR TERM PROGRAMS



MH-60R/S



MQ-8B



AESA



MV-22



**SCAN EAGLE
DEPLOYED**



AH-1Z

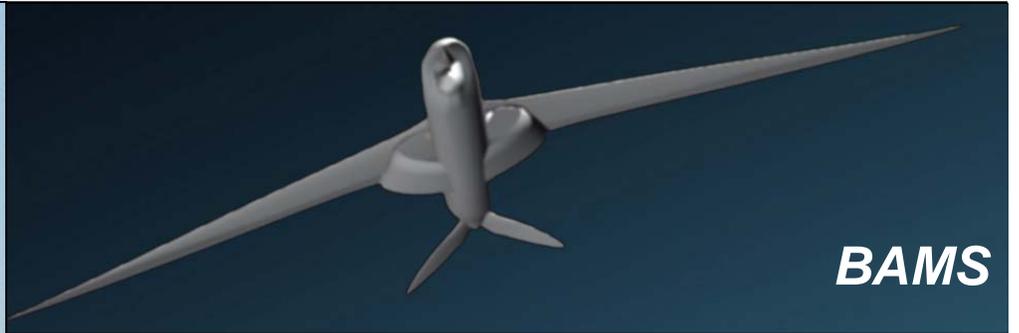
UH-1Y



LONG TERM PROGRAMS



E-2D



BAMS



F-35B / F-35C



EA-18G



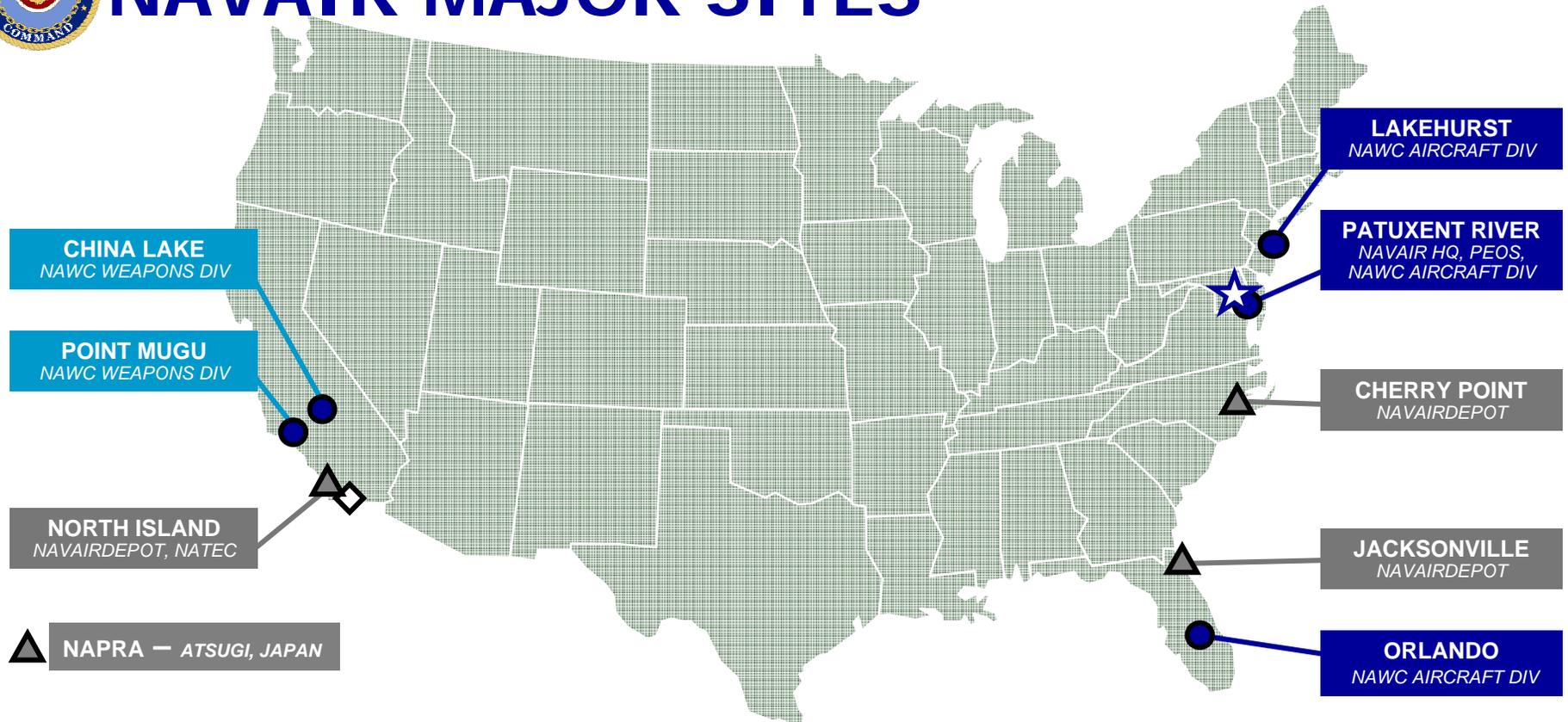
CH-53K



P-8A



NAVAIR MAJOR SITES



- NAVAIR HQ
- NAVAL AIR WARFARE CENTER
- LOGISTIC SUPPORT ACTIVITY
- NAVAL AIR DEPOT
TRANSITIONING TO
FLEET READINESS CENTERS

**WEAPONS
WEST COAST HUB**

- MISSILES / FREEFALL WEAPONS
- WEAPON SYSTEM INTEGRATION
- ELECTRONIC WARFARE SYSTEMS
- LAND RANGE / SEA RANGE
- NON LETHAL WEAPONS

**AIRCRAFT
EAST COAST HUB**

- AIR VEHICLES
- PROPULSION & POWER
- AVIONICS & SENSORS
- SHIP INTERFACE & SUPPORT SYSTEMS
- LAUNCH & RECOVERY
- UAVS
- ATLANTIC TEST RANGE AND GROUND SYSTEMS TEST FACILITIES
- HUMAN PERFORMANCE / SIMULATOR SYSTEMS



SMALL BUSINESS OPPORTUNITIES

- APPROXIMATELY 75% OF NAVAIR'S TOTAL PRIME CONTRACTOR OBLIGATIONS ARE WITH AIR-1.0 AND THE PROGRAM EXECUTIVE OFFICES PEO (A), (T), (U&W), AND (JSF)
- THE REMAINING 25% BELONG TO NAVAIR SITES
 - NAVAL AIR WARFARE CENTER (AIRCRAFT DIVISION)
PATUXENT RIVER, MD
 - NAVAL AIR WARFARE CENTER (WEAPONS DIVISION)
CHINA LAKE AND POINT MUGU, CA
 - NAVAL AIR WARFARE CENTER (TRAINING SYSTEMS DIVISION)
ORLANDO, FL
 - NAVAL AIR WARFARE CENTER LAKEHURST, NJ
- APPROXIMATELY 30% OF THAT 25% IS OBLIGATED TO SMALL BUSINESS AS PRIME CONTRACTORS
- SO, IF YOU'RE A SMALL BUSINESS AND WANT TO BE A NAVAIR PRIME CONTRACTOR, YOUR BEST OPPORTUNITY IS AT ONE OF NAVAIR'S SITES



SUMMARY

**OUR CHALLENGE IS TO ENSURE REQUIRED
NAVAL AVIATION CAPABILITIES ARE
AFFORDABLY AVAILABLE . . .**

- IMPROVED PROGRAM PLANNING AND BUDGETING**
- IMPROVED EXECUTION BOTH IN DEVELOPMENT AND PRODUCTION**
- DATA EXPLORATION AND IMPROVEMENT INITIATIVES**

DELIVER TO EXPECTATIONS